

**Indiana Economic Development Corporation Presents:**

# Small Business Innovation Research Workshop Series...

Helping You Reach Your **SBIR/STTR** Goals, One Step at a Time

## Session Dates:

February 17, 2009

March 10, 2009

March 31, 2009

## Workshop Location:

**IUETC**

351 West 10th Street  
Indianapolis, IN  
46202

## Agenda:

8:15a *Registration*

8:30-11:30 *Presentation/Q&A*

**Breakfast Included**

**\$10 – Session**  
**\$25 – For All Series**

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with payment

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\_\_Session 1

\_\_Session 2

\_\_Session 3

\_\_All Sessions

Presented By:

**Parmelee**  
Consulting Group, Inc.  
Tell your story. Fund your mission.



### Session 1

**DO's and DON'Ts of  
Phase I Proposal  
Writing**

- Basic Proposal Outline
- Budgeting
- Effective Work Plans
- Identifying your Team

### Session 2

**IN's and OUT's of  
the NIH SBIR/STTR  
Program**

- Proposal Development
- Registrations
- Overview of NIH
- Resubmissions
- Submission—  
NEW!! Adobe  
Forms

### Session 3

**Contracting Agencies  
VS**

**Granting Agencies**

- Benefits and Drawbacks of each
- Differences in:
  - Approach
  - Format
  - Submissions
  - Proposal Development

Hosted By:



**E T C**

**INDIANA UNIVERSITY**  
EMERGING TECHNOLOGIES CENTER

**Mail payment to:** IEDC SBIR Office  
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